

Message Text

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PAGE 01 HAMBUR 01672 061007Z

17
ACTION EUR-12

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AMCONSUL FRANKFURT

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USDOC FOR BEWT/TDAD BOWIE; FOR BEWT/TPX ROBINSON AND
SOV. AFFS. HEISS; ALSO FOR OED/MPD

E.O. 11652: N/A
TAGS: BENC BEXP ECRE EEWT GW UR WB
SUBJECT: MOSCOW AIR TERMINAL; EXPORT OPPORTUNITIES

REF: (A) BERLIN 2512, (B) BERLIN 2212

1. ECONOMIC/COMMERCIAL OFFICER DISCUSSED MOSCOW AIR TERMINAL PROJECT WITH PROFESSOR MEINHARD VON GERKAN, HEAD OF THE ARCHITECT FIRM VON GERKAN-MARG AND PARTNER, ON DECEMBER 3. PROFESSOR VON GERKAN SAID HIS FIRM, WHICH APPARENTLY SPECIALIZES IN AIR TERMINALS, IS IN CHARGE OF DESIGNING AND SUPERVISING THE CONSTRUCTION OF THE MOSCOW TERMINAL. HE INDICATED THAT AT PRESENT HIS FIRM IS ENGAGED IN OBTAINING BUILDING MATERIALS FOR THE CONSTRUCTION OF THE TERMINAL'S INFRASTRUCTURE. HE EXPECTS EXAMINATION OF OFFERS ON TECHNICAL COMPONENTS OF THE TERMINAL WILL NOT BEGIN UNTIL MARCH OR APRIL OF 1977. HE INDICATED HIS FIRM WOULD CERTAINLY BE INTERESTED IN OFFERS FROM AMERICAN FIRMS ON A WIDE RANGE OF TECHNOLOGICAL ITEMS, INCLUDING GROUND TRANSPORT EQUIPMENT, PASSENGER AND BAGGAGE HANDLING EQUIPMENT, AND ARRIVAL/DEPARTURE INFORMATION.
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TION SYSTEMS. OFFERS ON THESE AND OTHER HIGH TECHNOLOGY ITEMS

SHOULD BE TRANSMITTED TO HIS FIRM'S OFFICE IN BERLIN, KURT-SCHUMACHER\$);//HINKELDEYBRUCKE, 1 BERLIN 13.

2. ACCORDING TO PROFESSOR VON GERKAN, THE CONTRACT FOR THE TERMINAL FIXES A TOTAL PAYMENT PRICE AND SPECIFIES ITEMS AND FEATURES THAT MUST BE INCLUDED. ONE OF HIS FIRM'S PROBLEMS IS TO ACQUIRE EQUIPMENT AT PRICES LOW ENOUGH TO ENABLE THEM TO MEET THE CONTRACT AND STILL MAKE A PROFIT. PROFESSOR VON GERKAN ALSO SAID THAT FINANCING FOR THE PROJECT IS STILL A PROBLEM AND HIS PARTNERS WOULD WELCOME OFFERS FROM U.S. LENDING INSTITUTIONS.KISELYAK

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